**McKinney and Co**

**Job title: Chelsea Design Center Sales person**

**Company:**

The Edward Alexander Group is a portfolio of home design companies devoted to ensuring British craft thrives both at home and internationally. Our brands embrace the creativity, expertise and craftsmanship of the world’s eminent designers and architects whilst remaining authentic to their British heritage.

McKinney & Co design and create the ultimate in curtain poles, finials, tie-backs and decorative window furniture. Their bespoke designs are the last word in luxury, and grace the windows of a discerning clientele worldwide.

The designs span all eras and styles ranging from traditional to contemporary and eclectic, combining a wonderful mix of materials all of which are constructed to exacting standards in Britain, using traditional craft methods. Their manufacturing processes give McKinney & Co complete control and the unrivalled ability to customise many of their designs to suit any project.

We are opening up a new showroom in Chelsea, and are looking for a skilled and enthusiastic sales person to represent McKinney, and our other brands in our showroom.

**Main function of role:**

To represent McKinney in the showroom, discussing our products with clients, building successful long-term relationships and making sales through network as well as through visitors to the showroom. The role will also involve covering Collier Webb and Gainsborough products, who are also based in the showroom.

**Key Responsibilities**:

* To create profitable business opportunities through generating, managing and closing sales enquiries
* Assist all clients in the showroom, introducing all products from the McKinney ranges with enthusiasm
* Network and develop contacts as well as reinforcing existing relationships through proactive aftercare and contact through email, phone and visits
* Assisting clients for Collier Webb and Gainsborough, and ensuring slick hand-offs to appropriate salesperson
* Ensure sales targets are met and exceeded
* Developing own knowledge of the ranges through self study
* Raise estimates and proposals for the McKinney range
* To work collaboratively with colleagues in the showroom, and in the wider group for the best benefit of the business
* Maintain and provide analysis of client information and sales pipeline
* Deliver weekly reports
* Maintain the showroom, and propose improvements and changes to ensure it is in premium condition at all times

**Essential Requirements**

* Demonstrable experience of successfully representing and selling in a showroom to a high-end residential and corporate market
* Knowledge of/ interest in interior design
* Collaborative team worker
* Motivated self-starter

You will be based at Chelsea Harbour – Monday to Friday 9.30 – 5.30 but may be required to work later and the odd weekend when we are participating in shows ect

CVs and covering letter to ; [shona@mckinney.co.uk](mailto:shona@mckinney.co.uk)

Salary depending on experience .